

SPO ALERT

Date: 11/9/2021

To: State Agencies

From: State Procurement Office

Re: SPO Academy - Lunch & Learns (Third Quarter)

Grab your lunch and join us for the following virtual Lunch & Learns in January. Registration is now open:

We Don't Say No; We Say How				
Framing our communication for faster, more productive outcomes				
Course	Session	Date	Time	Location
We Don't Say No; We Say How	SPOLNL1	1/11/2022	12:00 pm - 1:00 pm	Webinar
<p>Content Description: It is very common that customers within an agency's programs and divisions believe procurement tells them what they can and can't buy. This course discusses scenarios and how to frame communication to demonstrate that we are not saying no. We are saying both "yes" and "here's how".</p> <p>Target Audience: Chief Procurement Officers, Procurement Managers, Requisitioners, and Buyers</p> <p>To register for a webinar visit TraCorp (https://adoa.server.tracorp.com), and login:</p> <ol style="list-style-type: none">1. Click on Assigned Content2. Type in the course number in the search field3. Click on the down arrow next to the search box and select, "Entire Catalog"4. Click on the search button, Magnifying Glass icon5. Click on the search result6. Click on the "Register" button <p>Users will receive an email with Webex registration information.</p> <p>If there are any questions, please feel free to contact John Jimenez, <i>APP Training Manager</i> at John.Jimenez@azdoa.gov.</p>				

Can You vs. Should You?

Understanding Procurement Decision Making

Course	Session	Date	Time	Location
Can You vs. Should You?	SPOLNL2	1/12/2022	12:00 pm - 1:00 pm	Webinar

Content Description: When do we need to consult legal or risk when it comes to decision making? And even if we can change something without the advice of counsel or state risk, should we? We'll walk through some scenarios to demonstrate how this would look.

Target Audience:

Chief Procurement Officers, Procurement Managers, Requisitioners, and Buyers

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